Automotive News®

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GM offers to buy back all 1991 rental cars

By Charles M. Thomas
AUTOMOTIVE NEWS STAFF REPORTER

In a policy shift clearly aimed at mollifying dealers, General Motors will offer to repurchase all its 1991 program vehicles from daily rental-car companies and resell them to dealers through factory-sponsored auctions.

GM's policy switch could result in fewer used-car lots operated by daily rental companies. Car dealers complain that those lots have an unfair cost advantage.

Ford Motor Co. is considering a buyback program similar to GM's, a Ford spokesman said.

"We will offer rental agencies the opportunity to sell back to us all cars we sell to them," said J. Michael Durrie, GM general director of fleet and government sales.

"It will certainly reduce the need for daily rental company used-car lots," he said.

"They will be happy to send back the cars. It will lessen the need for retail used-car business by the rental companies."

More than 750,000 vehicles — known as program cars — are sold to daily rental agencies each model year by domestic and foreign auto companies. Under the system, automakers usually repurchase those vehicles at a price based on a guaranteed rate of depreciation, then resell them to dealers through auto auctions. Companies normally repurchase 70 to 75 percent of the vehicles in the programs.

Sometimes those vehicles spend only a few months in service. For example, GM's program cars are in service at least four months and have a 20,000-mile maximum without penalty.

For both dealers and rental companies, the program vehicles are clean, low-mileage cars that are much preferred over trade-ins by retail customers.

In the past, GM repurchased about 75 percent of its program vehicles for redistribution to dealers, although GM has run programs in which it bought back 100 percent of some luxury models.

Daily rental companies whole-

see REPURCHASE, page 41

Supply-side woes

Transplant sales elude U.S. parts firms

By Lindsay Chappell
AUTOMOTIVE NEWS STAFF REPORTER

Despite years of promises by Japanese carmakers to increase their purchases of American parts, many domestic suppliers remain skeptical and frustrated about the market today.

Eight years and 11 car plants after the Japanese began moving production into North America, some U.S. firms still complain privately that they can't get a foot in the door of the Japanese system, that Japan's corporate structure is rife with unfair trade practices and that the promises to buy more U.S. parts are essentially hollow.

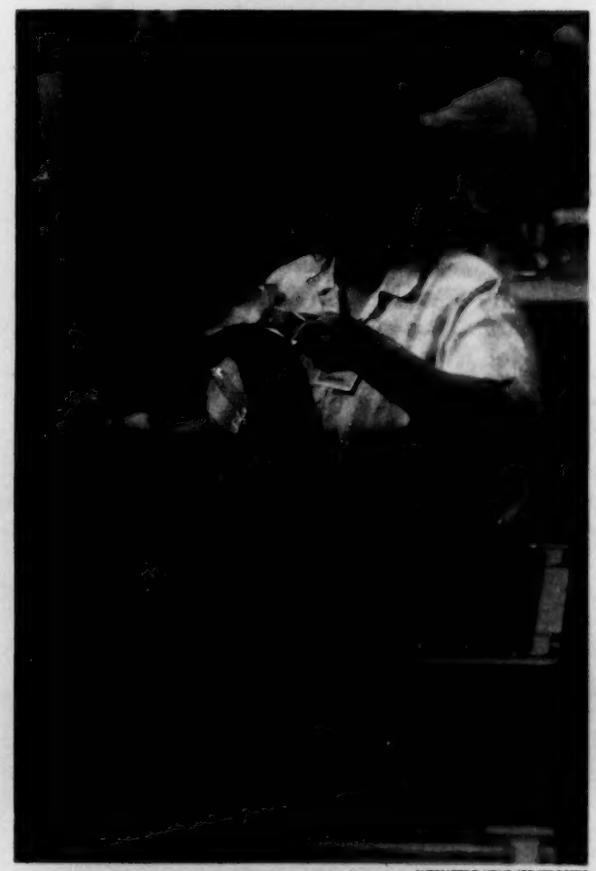
The claims are doggedly challenged by Japanese industry officials, who cite figures showing a 300 percent growth in U.S. parts procurement during the past five years. (Much of that represents parts acquired from Japanese parts plants now operating in North America.)

They also point to new commitments by the carmakers' Japanese factories to double and triple their imports of U.S. products to about $800 million by 1992. In addition, a trade mission to Las Vegas by 150 top Japanese purchasing executives in April resulted in more than 179 agreements in principle to purchase U.S. components.

The developments have spurred optimism in some circles. Every Japanese transplant has vowed to increase U.S. sourcing wherever possible. And some are opening U.S. engineering offices that should increase local sourcing.

In a period of industry turmoil, larger domestic parts firms, which made up most of the U.S. participation in the Las Vegas meetings, believe they might be more successful than smaller partsmakers because of their deeper pockets. Bigger suppliers have the necessary funds to develop products and to establish joint ventures with Japanese suppliers

see PARTS, page 22



AUTOMOTIVE NEWS/JOE WILSKERS

Jackie Elliott, a production associate at Donnelly Corp., Grand Haven, Mich., packages exterior mirrors that will be shipped to Honda of America Manufacturing Inc.'s plant in East Liberty, Ohio.

Ford Credit switches to tiered loans

By Laura Clark
AUTOMOTIVE NEWS STAFF REPORTER

DEARBORN, Mich. — Ford Motor Credit will offer a national tiered financing plan for Ford and Lincoln-Mercury dealers this fall.

Ford Credit says the program will match finance rates to consumer credit risks and make the captive finance unit more competitive with local banks, some of which use tiered-rate financing.

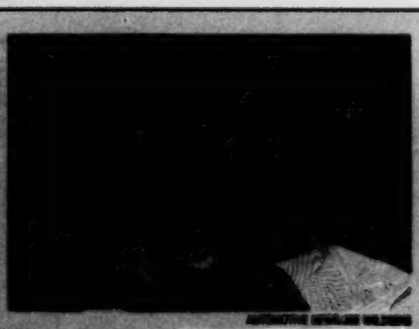
Under the program, Ford Credit will offer lower-than-current rates to the best credit risks and higher-than-current rates to higher-risk buyers. It will be the standard pricing policy for Ford Credit in the future.

William Odom, chairman of Ford Credit, said the tiered financing program, called Rapid Score Value Pricing, or RSVP, began March 12 in 21 states. Dealers using the program represent 35 percent of Ford Motor's retail sales. Odom said Ford Credit hopes to have all Ford and L-M dealerships in the program this fall.

Under the program, customers are classified as level one (lowest risk) to level four (highest).

Ford told its dealers May 31 that a level one customer can receive a finance rate that is 1.25 percentage points below the base rate. Level two customers receive the base rate. Level three and level four customers receive rates that are

see LOANS, page 44



AUTOMOTIVE NEWS/JOE WILSKERS

Bidwell: "Jerry (Greenwald) wasn't indispensable. God knows, I'm not indispensable."

BIDWELL TO RETIRE: *Personal reasons cited for Jan. 1 exit*

By Mary Connelly
AUTOMOTIVE NEWS STAFF REPORTER

HIGHLAND PARK, Mich. — In the wake of top-level executive departures at Chrysler Corp., Chrysler Motors Chairman Bennett Bidwell said he plans to retire Jan. 1 at age 63 for personal reasons.

Bidwell said in an interview that health problems are not forcing the departure. But he acknowledged that his retirement is "preventive maintenance" and that he seeks a slower pace to improve his health. Bidwell also said he wants time for family and personal pursuits.

Iacocca to stay on indefinitely
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Asked if his decision to retire Jan. 1 is irreversible, Bidwell said, "Nothing is irreversible, but it is my plan to retire."

Bidwell's decision to retire is

see BIDWELL, page 44

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GM rolls into Soviet Union

Ladas to get catalytic converters, engine computers

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — General Motors' $1 billion agreement to sell components to the Soviet Union's leading auto manufacturer gives GM a foothold for future expansion there.

GM last week became the first U.S. auto manufacturer in modern history to establish a working relationship with a Soviet automaker. GM signed an agreement to sell engine management control systems for Lada automobiles.

The systems produce cleaner-burning engines, and improve fuel economy and performance. GM will provide the systems including catalytic converters to the Volga Auto Works plant in Togliatti, 700 miles southeast of Moscow, where the agreement was signed.

The systems will be used on Ladas to be exported from the U.S.S.R., mostly to Europe. The cars currently do not meet U.S. environmental regulations, which will become the standard in Western Europe in 1992.

In addition, GM is in the early stages of negotiating a second deal with Volga Auto Works to jointly manufacture catalytic converters in the Soviet Union. Those negotiations will probably give GM access to the Soviet Union's supply of platinum, used in making catalytic converters.

William Hoglund, executive vice president in charge of GM's worldwide component operations, said GM is establishing a base for future expansion in the Soviet Union.

"If you ever want to play in that market, you have to start someplace," Hoglund said.

"It's been our impression that the first company in there would certainly have a better opportunity to participate in that very, very long-term outlook rather than if we stood back and waited."

The deal calls for 150,000 engine management systems annually over five years.

GM divisions in the United States will provide the following components:

- Delco Electronics will build engine control modules;
- AC Rochester will provide fuel injectors and fuel rails;
- Delco Remy will produce the ignition components;
- Packard Electric will supply the wiring systems.

GM will engineer the systems initially to fit Lada's old 1.5- and 1.7-liter four-cylinder engines and train workers to install them. GM will be paid in U.S. dollars for the systems.

The contract allows expansion of the agreement to include other Soviet engines and more than 150,000 systems.

For now, Hoglund said, GM will focus on the initial component supply agreement. But future possibilities could range from further component supply agreements to joint-venture vehicle-building.

"The mind can dream a lot of things," Hoglund told reporters in Detroit.

GM may eventually supply other components such as steering systems, electronics and brakes to Volga Auto Works.

Hoglund said GM beat out a number of strong competitors from the United States and Europe for the Soviet business.

Hoglund said he didn't know if Soviet President Mikhail Gorbachev's visit to the United States last week, during which he met with representatives of the U.S. auto industry, prompted the signing of the agreement in Togliatti.

AUTOMOTIVE NEWS/JOE WILSON

GM executive William Hoglund explains in detail the components supply agreement between GM and the Soviet Union, valued at $1 billion.

Fiat, Mercedes also seeing red

TURIN, Italy — Fiat Pandas are to be built in the Soviet Union, says Cesare Romiti, Fiat Auto S.p.A. managing director. The Pandas are the first stage in a $1.35 billion plan to lift Soviet auto output from 1.3 million to 2.3 million.

Under the original plan outlined last December, the first phase of the joint venture called for the Soviet Union's own Oka minicar to be built at the new Yelabuga factory, some 700 miles southeast of Moscow. Fiat officials now say that is not possible if the planned production start-up of date 1991 or early 1992 is to be met.

The second phase — a Giugiaro-designed hatchback known as A93 — is expected in 1993. The third phase will be production of a four-door sedan based on the Fiat Tipo/Tempra platform.

The Italian company has been an automotive pioneer in the Soviet Union. It built and equipped the Togliatti factory, which began producing Fiat-derived Ladas in 1970.

Mercedes-Benz AG is negotiating with the Soviet Union to produce the mid-range W124 sedan at a plant near Gorki. It reportedly has asked Mitsubishi Corp. to help construct the factory, which would produce up to 300,000 units a year.

— Luca Ciferri

Less than 19 months away

A new photo of the Viper reportedly shows final designs for the windshield and side exhaust pipes, concealed by body color skirts. Chrysler Corp. insiders confirmed that engineers are working toward a January 1992 introduction for the fiberglass-bodied sports car. The sources denied that the team was battling insurmountable aerodynamic problems that caused vehicle instability at high speeds.

Sales blossom in late May, but full month is a downer

By Kathy Jackson
AUTOMOTIVE NEWS STAFF REPORTER

Late May was a boon for sales of U.S.-produced vehicles with every domestic and transplant automaker reporting an increase.

The gains helped soften the blow of an otherwise sluggish month.

Toyota was the clear winner for the 10-day period, which had nine selling days compared with eight for the same period a year ago.

The extra selling day helped car sales post a gain of 7.08 percent and truck sales notch an increase of 14.40 percent. Total sales climbed 9.58 percent over May 21-31 last year. A total of 458,921 vehicles were sold.

On a daily-rate basis, the picture wasn't all that rosy. The daily selling rate was down 4.82 percent for cars, up 1.69 percent for trucks and down 2.60 percent for cars and trucks combined.

The full month turned out to be a loser in all three of those categories and for import cars, too. Sales of new cars and light trucks in May totaled 1,307,414 units, down 7.47 percent from last year. There were 26 selling days in May this year and last year.

The Big 3 automakers all suffered sales declines for the full month, while all the transplant automakers posted increases.

Toyota's sales of U.S.-built cars rose 156.84 percent for the 10-day period and 153.20 percent for the month.

Robert B. McCurry, Toyota Motor Sales U.S.A. executive vice president, said more cars were available to the public because of increased production at Toyota's plants in Georgetown, Ky., and Fremont, Calif.

Combining its sales of U.S.-built and imported cars, Toyota moved into third place in the U.S. market, up from sixth last year. In May, Toyota trailed only Chevrolet and Ford; it moved ahead of Honda, Pontiac and Oldsmobile.

Oldsmobile really took a dive for the month; its total May car sales slipped to 46,330 units, down 22.99 percent from last May.

Chevrolet was the sales leader for the month, just as it was last year. Including captive imports, Chevy increased its market share

see SALES, page 42

Saab to build GM model, close some parts plants

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

FRANKFURT, West Germany — Financially troubled Saab Automobile AB plans to close part of its component-making operations and turn the work over to outside suppliers in a bid to cut costs.

Saab Automobile President David Herman said losses in the first four months of 1990 more than doubled to 995 million crowns ($163 million). He attributed the decline to the Swedish market and U.S. competitive pressures.

Saab Automobile, a 50-50 joint venture between General Motors and Saab-Scania, also concluded an agreement last week to begin producing the Opel/Vauxhall Calibra at Saab-Valmet in Uusikaupunki, Finland, next spring.

Saab Car Division, the predecessor of Saab Automobile, lost 2.1 billion crowns ($344 million) in 1989 after earning a slim profit in 1988.

The plan to rationalize seat and wiring harness production is expected to result in an annual savings of 200 million Swedish crowns ($34 million). Between 1,100 to 1,400 jobs could be affected, Saab said.

Seat assembly at Kristinehamm, Sweden, and at Saab Textil in Trollhattan, Sweden, would be turned over to an outside supplier. Operations at Kristinehamm would cease with some activities at Kristenhamm transferred to Saab Textil. Saab estimated savings of 110 million crowns ($18 million).

Manufacture of Saab wiring harnesses is concentrated at Saab facilities in Kramfors, Sweden, and Halden, Norway, and also purchased from other suppliers. In the future, Saab expects to purchase harnesses from two or three international specialists, resulting in an expected annual savings of 90 million crowns ($14.8 million).

Wiring harness operations for Scania Trucks at Kramfors would be maintained while Halden would cease operations.

No timetable is set for the changes. Negotiations with unions under Swedish co-determination laws will begin immediately.

Opel/Vauxhall Calibras will be produced in Finland at a daily rate of more than 140 units. Saab will move much of Finland's 900 production to the underutilized Malmo, Sweden, plant where output will rise from 65 units daily to 140 by April 1991. Finland will continue as the only source of the 900 Cabrio and of 900s for the local market.

Correction

In the 1990 Market Data Book chapter on dealers, a high-volume Isuzu dealer, J.K.J. Isuzu, was incorrectly located in Pennsylvania. The dealership is in Woodbridge, Va.

Also, a top-volume Saab dealership president's name was misspelled. Werner G. Maeder is president of Zumbach Sportscars Ltd. of New York.

Numbers for Island Lincoln-Mercury, Merritt Island, Fla., were incorrectly estimated, according to top official Bruce Deardoff. Retail new-car sales totaled 967; fleet sales were 7,702 for a total of 8,669 units in 1989. Among the top 25 sales leaders, Island-Mercury ranked 14th with calendar year sales volume of $197.7 million.

Japanese to spend 23% more in 1990

By Mary Ann Maskery
AUTOMOTIVE NEWS STAFF REPORTER

TOKYO — Japanese automakers are planning hefty increases in capital spending for the current fiscal year, despite recent gyrations on the Tokyo Stock Exchange.

The total will increase about 23 percent to the equivalent of $8.33 billion, according to estimates compiled by *Automotive News*. Most of the increase, according to analyst Neal Doying at Baring Securities, appears to be going into new product development rather than new capacity.

Low interest rates in recent years meant companies could raise what almost amounted to free money. That easy access is gone, at least for the time being. But it does not appear to have affected investment plans.

Analyst Steve Usher of Kleinwort Benson International said the big spending rush of the past year has probably peaked, largely because most of the plans have already been set in motion. The emphasis has been on rationalization and automation rather than new capacity, "cost-oriented rather than market-oriented," Usher said.

Toyota Motor Corp. is Japan's big spender, having committed 450 billion yen ($2.96 billion) for the fiscal year that ends June 30. It says the 480 billion yen ($3.16 billion) estimate for the 1990 calendar year is "reasonable." Much of its spending is to expand facilities for its luxury cars at the Tahara plant and to build a plant in Britain, its first European factory.

Nissan Motor Co. says it will spend 250 billion yen ($1.64 billion) during this fiscal year, an increase of 47.4 percent over last year. Much of it will go into expansion and renovation of the Kyushu plant.

Nissan, like most companies building new plants, insists it is following a scrap-and-build policy that the Ministry of International Trade and Industry has promoted for fear of trade disputes.

Nissan's plans to expand facilities in the United States and Britain will not be affected by changes in the stock market, Muramatsu said. But next year, if the market appears to be unstable, the company might have to reconsider other investment plans, he said.

Much depends on the growth in Japan. Sales in May rose 6.1 percent to 444,041 vehicles, a modest rise compared with the double-

see JAPAN, page 41

Toyota to hike production as it chases Ford and GM

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

FRANKFURT, West Germany — Toyota Motor Corp. expects to boost global vehicle output by 1.5 million units before the end of the decade, moving the world's No. 3 manufacturer closer to General Motors and Ford Motor Co.

The 33 percent jump from last year's 4.5 million units to 6 million was forecast by Toyota Chairman Eiji Toyoda at a groundbreaking for the company's plant in Derby, England, its first European plant.

GM's production declined 2 percent in 1989 to 7.95 million units, and Ford's slipped 1.7 percent to 6.4 million. Toyota's production grew more than that of any major manufacturer in the world last year, rising more than 15 percent from 3.9 million units in 1988.

Toyota figures to increase domestic vehicle production from 3.9 million last year to 4.5 million by the late 1990s, with overseas output rising from the current 600,000 to 1.5 million units annually.

"We are hopeful that we can achieve that kind of target toward the end of the decade," said a spokesman at Toyota's European liaison office in Brussels, Belgium. "But it is not a specific, concrete plan. Last year, we produced 4.5 million vehicles, and we are hopeful that by the end of the decade we can produce another 1.5 million units." The spokesman said Toyota's global figure will rise slightly in 1990 because of additional North American production.

By the late 1990s, Toyota expects its annual vehicle sales to consist of three million units in Japan and three million units abroad. Toyota is already nearing its long-standing goal of 10 percent of the world vehicle market. Toyota's global share was 9.2 percent last year.

Much of the focus of future investment would appear to be in Europe. Car production at Derby is scheduled to begin in late 1992, with output eventually reaching 200,000 units. Toyota is investing £700 million ($1.18 billion) at the site and will build an engine plant about 90 miles away in North Wales, initially producing 100,000 1.8-liter four-cylinder engines annually.

In addition, Toyota is thought to be considering a light commercial vehicle factory in mainland Europe and is reportedly interested in producing light commercial vehicles

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GENERAL MOTORS U.S. ENGINE PLANTS

Plant/location	Built	Produces	Number employed
C-P-C Bay City Plant Bay City, Michigan	1928	cast iron and steel camshafts, channel plate, oil pumps, engine and transmission components	1,785
C-P-C Flint Engine Flint, Michigan	1953	5.0-L & 5.7-L throttle body injected and tuned port injection engines, manual & automatic flywheels, water pumps	4,085
C-P-C Moraine Engine Moraine, Ohio	1981	6.2-L diesel V8 engine	472
C-P-C Pontiac Engine Pontiac, Michigan	1927	2.0-L & 2.5-L engines, 2.0-L turbo engines	2,600
C-P-C Romulus Engine Romulus, Michigan	1976	4.3-L V6 engine, 8.2-L diesel engine, two-cycle diesel components (blowers, rods, rocker arms)	1,280
C-P-C Tonawanda Engine Tonawanda, New York	1937	2.2-L L-4, 3.1-L V6 60 engines, 3.1-L TBI V6 60 engine, 4.3-L V6 90 engine, 6.0-L M4, 7.0-L M4, 7.4-L M4 engines	3,870
B-O-C Delta Engine Lansing, Michigan	1981	2.3-L Quad 4, Quad 4 HO engines	1,200
B-O-C Lansing 1 & 3 Lansing, Michigan	1 - 1922 3 - 1951	3800 V6, 5.0-L OHV V8 engines, V6 and V8 components, crankshafts, knuckles, camshafts, and connecting rods	1,900
B-O-C Flint 36 & 31 Flint, Michigan	36 - 1952 31 - 1907	3800 V6, 3300 V6, EV6 (3800) engines, V6 components, pistons, front cover assembly, intake manifolds, rear suspensions, brake drums	3,000
B-O-C Livonia Livonia, Michigan	1978	4.5-L V8 SPFI and 4.5-L SPFI-tuned engines	1,350

SOURCE: General Motors

GM ENGINES

New division faces big job to satisfy federal and buyer demands

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — General Motors' newly formed Engine Division has its plate full.

It faces the challenge of meeting potentially stricter emissions and fuel economy standards at the same time that the division must meet GM's aggressive product schedule. GM's future product programs call for improvements to existing engines as well as the development of new engines.

The challenges of the 1990s led GM to form the new Engine Division. Although it is a division, it has equal status with the two super car groups. The Buick-Oldsmobile-Cadillac Group and the Chevrolet-Pontiac-Canada Group were created in a 1984 corporate reorganization. Both had their own engine operations.

The Engine Division will pull the two engine operations into one organization. By year-end, 30,000 employees, including 2,000 engineers, and 10 U.S. engine plants will be under the wing of the new division.

Richard Donnelly, appointed this spring to head the Engine Division, said the top 16 jobs in the new organization have been filled. Other top positions will be filled by Aug. 1. And the rest of the 30,000 people will be transferred to the new organization by October. By Jan. 1, 1991, it will be fully operational, he said.

Donnelly, 46, is an electrical engineer and has headed B-O-C's powertrain operations and GM's Quality Network. He has been with GM 29 years.

Despite the prospect of tougher emissions and fuel economy standards coming out of Washington, Donnelly said the primary reason for the formation of the Engine Division was to improve customer satisfaction.

"We're convinced that the benefits are going to be better customer satisfaction," he said in his first interview since being assigned the division's top post.

But, he added, if some of the regulations being discussed in Congress become law, the Engine Division will put GM in a better position to meet them with financial and human resources.

Donnelly said customer satisfaction will be improved by reducing the complexity of the organization and spreading consistency throughout the engine operations. Product decisions will be made more quickly because there will now be one engine organization, not two, he said.

Ultimately, Donnelly said, the

see ENGINE, page 41

AUTOMOTIVE NEWS/GM BUREAU

Engine Division chief Donnelly: "We don't want to have nine different ways to engineer a crankshaft when one is truly the best way we know of today."

Just-in-time developer Ohno revered

By Mary Ann Maskery
AUTOMOTIVE NEWS STAFF REPORTER

TOKYO — Taiichi Ohno, the man who developed the just-in-time production system, is at times likened to Henry Ford in the annals of automotive manufacturing. But Ohno, who died May 28 at the age of 78, had specifically set and fundamental approach to the manufacturing process, according to Rintaro Muramatsu, now retired professor of engineering at Waseda University. In the last decade, Ohno's concepts have rapidly spread throughout the industrialized world.

But his just-in-time methods and specifically when the Japanese auto industry was trying to revive business after World War II.

The traditional method of cutting costs by mass-producing a few types of cars was an American work style, Ohno wrote in a book entitled *Toyota Production System*. But it was not suitable for post-

April Canadian car, truck sales plummet

By Bill Vance
SPECIAL CORRESPONDENT

TORONTO — After holding steady in March, Canada's new car and truck sales went into a tailspin during April.

Sales of imported and North American-built cars and trucks were down 22.73 percent for the month. Through the first four months of the year, sales dropped8.19 percent.

Sales of North American-built cars were off almost 24,000 units, a 28.3 percent decline. The Big 3 all suffered: General Motors of Canada's North American cars were down 32.4 percent; Chrysler Canada, 30.97 percent; and Ford of Canada, 28.4 percent.

Imports also declined but not as badly, slipping 14.3 percent. Toyota dropped 11.7 percent in April and is now running about even with last year's pace. Eleven of the 17 importers were down for the month.

Among the gainers, Volkswagen saw its competitive pricing policy and its new Passat line contribute to a 26.3 percent gain for the month, and 24.3 percent year-to-date.

Honda also had real strength: Its imported models registered a 21.1 percent rise in April, while its combined imported and domestically built vehicles were up 28.4 percent.

Blame for the slide was directed at the high interest rate policy that Bank of Canada Governor John Crow is pursuing to stamp out inflation.

April's "results illustrate how high interest rates tend to put the brakes on car and truck sales," said Jack Clissold, Ford Motor Company of Canada Ltd.'s vice president of sales and marketing. "If consumer apprehension about interest rates is addressed, we know there remains inherently strong demand for new vehicles."

Bill Atkinson, vice president of marketing at General Motors of Canada Ltd., agreed. "High borrowing costs continue to impact our industry. We are hopeful that inflationary pressures will ease soon and that interest rates will begin to fall. This would greatly assist in stabilizing the automobile industry," he said.

Truck sales also were down, with domestic models taking the brunt of the loss. Sales dropped 10,007 units, 21.8percent. Chrysler suffered the most, off 29.9 percent. Imported trucks held about even with the best gain registered by Suzuki, up 33.6 percent.

CANADIAN CAR AND TRUCK SALES

North American cars	April 1990	April 1989	4 mos., 1990	4 mos., 1989
General Motors	29,309	43,347	94,761	111,576
Ford	15,916	22,216	49,529	60,513
Chrysler	11,290	16,356	37,593	42,114
Honda	3,136	2,125	10,551	9,425
Hyundai	526	0	1,932	0
Volvo	310	376	1,026	1,253
North American car total	**60,487**	**84,420**	**195,392**	**224,881**
Import cars				
Toyota	7,639	8,648	24,462	24,841
Honda	6,778	5,597	21,429	15,567
Volkswagen	3,174	2,513	10,510	8,456
Mazda	2,862	2,411	10,057	8,449
Nissan	1,920	2,516	7,596	8,616
GM	1,661	3,630	6,733	9,649
Hyundai	1,611	2,245	5,161	8,530
Chrysler	1,090	3,181	5,080	7,932
Suzuki	690	471	2,676	2,228
Subaru	501	461	2,334	1,665
Ford	474	1,516	2,286	3,095
Mercedes-Benz	446	400	1,346	1,264
BMW	351	420	1,115	1,515
Volvo	219	261	811	917
Jaguar	115	171	400	568
Saab	99	132	277	493
Lada	41	43	211	204
Import car total	**29,671**	**34,816**	**102,486**	**104,009**
TOTAL — ALL CARS	**90,158**	**119,236**	**297,878**	**328,970**
North American trucks (including vans)				
GM	14,885	18,988	49,806	53,677
Ford	13,032	15,548	42,501	48,000
Chrysler	8,011	11,426	32,282	34,250
North American truck total	**35,928**	**45,962**	**124,589**	**135,927**
Import trucks (including vans)				
Toyota	1,757	1,620	5,779	5,125
Mazda	1,564	1,616	5,829	5,674
Nissan	1,021	1,119	4,922	4,113
GM	960	920	3,980	2,901
Suzuki	605	453	2,392	2,276
Chrysler	143	328	726	874
Volkswagen	76	55	227	180
Lada	28	16	50	66
Import truck total	**6,154**	**6,127**	**23,305**	**21,309**
TOTAL — ALL TRUCKS	**42,082**	**52,089**	**148,494**	**157,236**
TOTAL — CARS, TRUCKS	**132,240**	**171,125**	**446,372**	**486,206**

Toyota supplier expands in U.S.

TG (USA) Corp., an affiliated supplier of aluminum steering wheels to Toyota Motor Manufacturing U.S.A., is doubling the size of its Perryville,Mo., manufacturing plant.

The expansion will add aluminum die-casting capabiliites to the operation, which is a joint venture between Mitsui & Co. Ltd. and Toyoda Gosei Co. Ltd., an affiliate of Toyota.

The move is expected to result in the addition of new original equipment business with United Motor Manufacturing Inc., a joint venture between Toyota and General Motors Corp.

Plant size will increase from 106,000 square feet currently to 221,000 square feet by year-end, with employment increasing from 250 workers to 400 by 1991.

The plant also manufactures vehicle trim parts and transmission parts. Production of those lines, as well as the number of different steering wheels produced, will increase as a result of the expansion.

Mack expects more layoffs

More layoffs and cost cutting will hit struggling Mack Trucks Inc. this year, the company's new chairman predicted. The current 17 percent decline in heavy-duty truck sales from 1989 will continue to dry up the company's funds, chairman Ralph E. Reins told about 200 shareholders at Mack's annual meeting. Since replacing John B. Curcio last year, Reins has laid off about 1,500 employees. Mack's current work force stands at roughly 7,870. Last year, Mack lost a record $188.4 million. While losing another $33.9 million in the first quarter of this year, the company stayed afloat by securing a three-year revolving bank loan worth $148 million. Renault Vehicules Industriels of France, which owns 44.6 percent of Mack's stock, also pitched in by purchasing $50 million worth of convertible subordinated debentures.

NEWS CLIPS

OLDS REALIGNS REGIONS: Oldsmobile has restructured its regional sales operations to put more emphasis on the West Coast. The West region now consists of only the Los Angeles and San Francisco zones. Dallas and Memphis, formerly West region zones, are now in the Southern region. The Central region was disbanded. Its Atlanta and Orlando, Fla., zones are now in the Southern region; the Pittsburgh zone goes to the Eastern region; and the Detroit, St. Louis and Cincinnati zones go to the Midwest region. The Charlotte, N.C., zone, previously in the Eastern region, now is in the newly formed Southern region along with Atlanta, Orlando, Fla., Memphis, Tenn., and Dallas.

WORTHINGTON EXPANDS: Worthington Industries Inc. has launched a precision-metal machining plant in Franklin, Tenn., to produce parts for power steering systems, transmissions and anti-lock brakes. The auto part machining operation, Worthington Precision Metals Inc., will supply a number of new automotive customers of Worthington, a metal and plastics producer with 24 plants in the United States and Canada. The 100,000-square-foot plant has begun limited shipments to mechanical system suppliers that serve Ford Motor Co. and General Motors Corp. A company spokesman declined to identify the customers. The 40-employee operation is currently working at about half of capacity, and expects to reach full production late this year.

PASSAT ARRIVES IN JAPAN: Volkswagen's Passat has gone on sale in Japan. The car is initially being imported from Germany by Yanase & Co. and sold by Nissan Motor Co. until Nissan begins assembling the model in Japan in mid-1991. Monthly sales of 700 units at prices of $24,000 to $28,000 are projected.

MAZDA OPENS R&D IN GERMANY: Mazda Motor Corp. has opened a $33 million research and development facility in West Germany that will provide mid- and long-term product planning, vehicle design and product development strategies for the European market. The facility, located in Oberursel on the outskirts of Frankfurt, is Mazda's fourth r&d operation outside Japan. The 118,000-square-foot building houses 77 employees, 43 of whom are European. The facilities include a design studio, clay modeling rooms, exhaust emissions analyzer and chassis dynamometer.

GLASS GOES BACK: The Delco Products Division of General Motors and Inorganic Recycling Inc. unveiled in Dayton, Ohio, what they said is the world's first recycling plant for electroplating waste. Delco Products uses chrome in the production of shock absorbers and suspension struts, creating 3,000 cubic feet of electroplating waste a year. The waste was disposed of in landfills. Now, the electroplating waste is mixed with additives and heated to 2,700 degrees Fahrenheit in a kiln to produce an environmentally safe, emerald green ceramic known as "moon rock." The material then has normal ceramic applications.

CADILLAC GOES TO SCHOOL: Cadillac has a joint education program with Detroit's Cass Technical High School. Dubbed Adopt A School, the program calls for the Detroit-Hamtramck Assembly Center to open its doors to 10 high school students a year, allowing them to visit the plant on a one-on-one basis with employees and learn about auto manufacturing. The plan will also provider four summer internships a year on jobs ranging from the assembly line to the front office.

CALLAWAY GOES SMALL: Callaway Cars, converter of high-performance Corvettes, has been awarded small-vehicle-manufacturer status by California transportation officials, guaranteeing the firm a chance to sell its cars there. The Callaway Twin Turbo, claimed to be the fastest performance car currently for sale in the United States, has been assigned a regular production option number by Chevrolet — RPO B2K — and has been listed in dealer order books as of April 1990. Its makers claim a 0 to 60-mph time of 4.44 seconds. Base prices for the 1990 Callaway Corvette are $58,454 for the coupe and $62,114 for the convertible.

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REPURCHASE

FROM PAGE 1

saled the remaining vehicles or sold them on their used-car lots.

GM wants to sell vehicles to rental companies that both dealers and customers will buy.

Normally, daily rental companies buy less-expensive vehicles to reduce costs, says Durrie.

He says daily rental agencies will have to buy cars with a higher minimum level of options than in the past.

A better-equipped vehicle should also help GM recover its costs on program cars. Profits on program vehicles have been marginal, but there are other advantages.

Automakers like the fleet programs because they expose many people to their cars and help smooth out the peaks and valleys of retail orders at assembly plants.

Still, program cars pose a thorny problem for automakers.

The National Automobile Dealers Association says vehicles bought by daily rental companies are heavily subsidized by the makers.

The result is that daily rental companies buy them cheaper than even the dealers, says NADA.

Matters are made worse when these nearly new cars arrive on used-car lots owned by rental companies in direct competition with cars the dealers are selling.

Auto executives deny that, saying dealer and customer incentives even out the subsidies given to rental companies.

Even NADA President Ray Green concedes that the issue is murky. "Now it's more cloudy than before with the rebates, but our contention is that nobody should be able to buy cheaper than the dealer," he says.

"It means franchised dealers will have control over new cars and nearly new cars, which were daily rental cars going to daily rental used-car lots," says Green.

He lauded GM for doing it. "I think GM knows it has been hurting its dealers who are unprofitable," he said. "They want to see their dealers profitable."

But Green also says program cars hurt new-car sales. "Seventy-five percent are sold to new-car customers," he says.

GM cars make up a majority of Avis' 150,000-vehicle fleet. A spokeswoman for the company said it is premature to say how the GM program will affect its used-car sales. She said the company has about 100 used-car lots.

Michael J. Richardson, president and chief executive of Anglo American Auto Auctions, based in Nashville, Tenn., says GM's decision is beneficial to dealers.

"It means the daily rental companies will not have to retail product, so there should be a diminishing of their retail outlets," he says.

According to Richardson, GM has been aggressively marketing program cars. In 1989, the company remarketed about 250,000 vehicles through auctions, up from 204,000 a year earlier.

Richardson says GM's annual volume could reach 500,000.

Durrie conceded that the number of GM program vehicles is going up, but declined to disclose volume.

Will GM dealers be able to absorb the additional cars going to the auctions? According to Green, dealers will buy the additional cars. Besides, he says, only 59 percent of GM dealers now regularly attend factory auctions.

Although Richardson says that number is probably low, he has noted a surge this year in the number of GM dealers attending factory sales at Anglo's 23 auctions.

"We have seen a 20 percent increase in the number of dealers at our auctions," he says.

There's no doubt that program cars sell. GM and Ford program cars have a sales rate (the number of cars sold at the auction compared to the number registered) of nearly 100 percent. Chrysler's sales rate is about 90 percent. Imports are lower, at 75 percent, because there are generally fewer dealers per make.

JAPAN'S BIG SPENDERS

Company	1990 investment (billion yen)	Equivalent* (million $)	Change from 1989 (%)
Daihatsu	40	263	– 5.4
Fuji	NA	NA	NA
Honda	130	855	– 1.2
Isuzu	48	316	+50.0
Mazda	120	789	+80.4
Mitsubishi	140	921	+ 7.2
Nissan	250	1,645	+47.4
Suzuki	58	382	– 6.5
Toyota	480	3,158	+23.4
TOTAL	1,266	8,329	+23.1

*Dollar equivalents calculated at last week's 152 yen/$1 exchange rate.

The investment figures are for fiscal year April 1990-March 1991 except: Toyota's is an estimate for calendar year 1990; its fiscal year runs July through June. Isuzu's covers its fiscal year November 1989 through October 1990. Fuji is not releasing details until after its new board meets this month.

JAPAN

FROM PAGE 3

digit increases of last year. But May sales of cars with engines larger than 2.0 liters jumped 59.6 percent to 31,499.

Mazda Motor Corp. plans to invest 120 billion yen ($789 million) this year, an increase of 80.4 percent, largely on new facilities at Hofu. Mazda last year originally projected a 90 billion yen investment plan, but reduced spending to 66.5 billion yen after reconsidering marketing and distribution needs.

Mitsubishi Motors Corp. plans to spend 140 billion yen ($921 million) this fiscal year, an increase of 7.2 percent, largely on changeover for new models.

Isuzu Motors Ltd. is planning a 50 percent increase to 48 billion yen ($316 million), much of that to renovate its headquarters in Tokyo.

Honda Motor Co. expects to spend 130 billion yen ($855 million) on capital projects this year, a drop of 1.2 percent from 1989. It has completed most of its expansion work for a new line at the Suzuka plant and a new plant for the NS-X sports car.

The smaller companies are cutting investment, having upgraded their mini vehicles in the past year. Daihatsu Motor Co.'s spending will drop 5.4 percent to 40 billion yen ($263 million), and Suzuki Motor Co. will be down 6.5 percent to 58 billion yen ($382 million).

Fuji Heavy Industries is not making any forecasts for this fiscal year until its new board of directors reviews all projects. That board takes office this month.

ENGINE

FROM PAGE 3

Engine Division will be able to better address the needs of the vehicle divisions.

"They'll be coming to us, asking us to give them some differentiation. That might be differences in displacement, a normally aspirated engine vs. a turbocharged or supercharged engine. We can make tuning differences to differentiate the divisions."

Donnelly said he sees opportunities in the future to develop several variants from a basic engine family, which will mean better economies of scale.

"If you can get enough variance to satisfy five market segments from a base engine or family of engines, then you maintain the economies of scale that are so important," he said.

As for consistency, Donnelly said the division will incorporate strengths from each previous engine operation so the best method of doing a task can be used throughout the company.

"We don't want to have nine different ways to engineer a crankshaft when one is truly the best way we know of today," Donnelly said.

"There were good things in both organizations that weren't being transferred well," he added. "It wasn't that there was a reluctance to transfer the information. There was no way to transfer that information."

Like the car groups, the Engine Division will be divided into nine to 10 product teams. A team will include a chief engineer and the managers of the plants where the engine is built. In addition, all the other disciplines will be represented on the team — finance, materials management, personnel. Each team will be focused on one product or a family of similar products.

"We give product focus to the folks so that they can relate to the Corvette engine or the 3.1-liter V-6," Donnelly said. "They can say, 'That's my engine. I helped to make that better.' "

A team is responsible for improving the product and being involved in the development of new products, and it is responsible for running the team's business.

But unlike the teams at GM's car groups and vehicle divisions, the Engine Division product teams will have no designated leader. Donnelly calls this plan "roving leadership."

"We say the product and the issues around the product will determine in whose court the discussion and responsibility goes," he said.

Donnelly said the idea for the Engine Division was discussed during the 1984 reorganization, but really emerged from last October's GM corporate leadership conference in Traverse City, Mich.

During the conference, B-O-C leaders were split into subgroups. When asked for ideas on how GM could improve its ability to satisfy the customer or its effectiveness, nine of the 10 groups advocated formation of a single engine group. Donnelly, who headed the 10th group, reserved his opinion.

Following the conference, Donnelly was appointed to head a study committee to evaluate formation of a single engine group. Within the first month of the three-month study, the committee decided to move ahead with the idea. The next two months were spent deciding how to do it.

Donnelly said the committee agreed to back off from a larger plan to merge GM's Hydra-matic Division, which builds transmissions, and the Central Foundry Division with the engine operations into a powertrain group. That move could have affected 72,000 employees and 26 plants.

Instead, the committee opted to merge only the engine operations of the two car groups, monitor how it works for two years and then decide on further consolidation of powertrain operations.

In the meantime, Hydra-matic and Central Foundry will have representatives on a newly formed Powertrain Advisory Council that will monitor the Engine Division's progress and serve as a liaison organization between the two component divisions and the Engine Division.

Donnelly said it's unlikely that Hydra-matic and Central Foundry will become part of the Engine Division. But the three eventually could report to a single executive.

OHNO

FROM PAGE 3

in small volumes.

The original concept of just-in-time production was actually proposed by Kiichiro Toyoda, who founded the Toyota Motor Company in 1937. But Ohno helped make it a reality. After the war when he was in charge of the machine shop, he set out to build a new production system "block by block" in response to Toyoda's directive to "catch up with America in three years."

Many facets of the system flowed from the original intent to eliminate waste: the just-in-time philosophy of ordering only the parts needed when they are needed; the *kanban* method of tagging orders systematically; emphasis on small lot production and level production; the facility for stopping the line to correct problems and control quality; and the need to train workers and to produce machines for multiple jobs.

Ohno's approach was to reverse the order of transferring materials on the production line. Taking final assembly as a starting point, parts were ordered as needed in a reverse order back to the original starting point. The result was a reduction in inventory throughout the system, which reduced costs and led to greater efficiency.

The cue for the new system came from the American supermarket. Ohno was attracted to the way supermarket customers choose what they want, and then the shelves are restocked and new supplies are ordered accordingly.

Ohno had seen American manufacturing plants, but the supermarket left the lasting impression.

The system of matching orders to

Ohno

meet the consumers' needs was much more efficient, Ohno decided, compared to old Japanese methods of producing products and then going door to door to sell them.

Ohno started to introduce some of the supermarket principles in the machine shop in 1953. Eventually, the idea developed into the *kanban* system for organizing orders.

It took 10 years to develop the system within Toyota. It took 20 years to incorporate outside suppliers. But the system has continued to evolve at Toyota, and other companies that picked it up have adopted their own applications under different names.

Muramatsu credits Ohno's manufacturing methods as a major factor in the present economic strength of the Toyota Motor Corp. But Ohno said that no one paid much attention to the system until the oil shock of 1973, when many Japanese companies slipped into the red. Toyota still showed healthy returns, which drew attention to its system.

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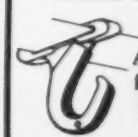

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SALES

FROM PAGE 2

to 15.71 percent from 15.36 percent a year ago.

For the first five months of this year, the top car sellers were Chevrolet, Ford, Toyota, Honda and Pontiac. Ford was the sales leader at this time last year.

Except for a handful of domestic and imported lines, virtually every nameplate suffered year-to-year sales declines in May.

"I would not label overall demand as strong," said Tom Webb, chief economist for the National Automobile Dealers Association. "On the domestic side, the only units that are really moving are the totally redesigned models and the niche markets such as sport-utilities and luxury cars."

Strong sales of the Chevrolet Geo Prizm and Cadillac helped push GM's domestic sales up 6.38 percent for the 10-day period, compared with last year. Sales of the Cadillac Seville soared 251.66 percent for late May and 130.54 percent for the month. But GM's total May sales of U.S-built cars lagged 13.33 percent behind last year's.

The Lincoln Town Car continued to be a star for Ford Motor Co., with a 73.22 percent increase in sales for the latter part of May. The company's domestic-car sales were up 6.61 percent for the 10-day period but dipped 17.19 percent for the month.

Chrysler's domestic sales edged up 3.15 percent the last 10 days of the month; for the entire month, Chrysler's sales fell 16.52 percent.

The more popular Chrysler models were the Plymouth Acclaim and Dodge Shadow; sales of the Eagle Premier model continue to sag.

Compared to last year, sales were up for all of the transplant automakers for both the 10-day period and the entire month.

Import car sales fell 11.39 percent from May last year. The only imported nameplates to increase their sales were Acura, Audi, BMW, Chevrolet Geo, Mercedes-Benz, Mitsubishi, Suzuki and Volvo.

Light-truck sales totaled 435,392 for May, down 3.17 percent from last year. Every Big 3 make was down, although Ford's new Explorer was up 67.84 percent over 1989 Bronco II sales, and Chevrolet sold four times as many Geo Trackers as last year.

Light-truck sales were up 19.15 percent for Toyota, 33.32 for Nissan and 41.03 percent for Mazda.

MARKET SHARES
Domestic cars

	May Sales	Pct. of Total
Subcompact	116,904	18.22
Compact	169,043	26.34
Intermediate	245,967	38.33
Standard	106,083	16.53
Speciality	3,752	0.58
TOTAL	641,749	100.00

Court upholds arbitration for Saturn dealers

By Helen Kahn
SENIOR CORRESPONDENT

WASHINGTON — A federal court has upheld a binding arbitration clause governing disputes between Saturn Corp. and its dealers.

The 4th U.S. Circuit Court of Appeals in Richmond, Va., agreed with Saturn and General Motors, who argued the clause was legal under the Federal Arbitration Act, which pre-empts state law.

"If Saturn could not require that Virginia dealers agree to arbitration," said the court, "it could be forced to contract with dealers who agree to all provisions except arbitration despite the fact that arbitration is the core element of Saturn's Dealership Agreement."

The court also noted that only dealers who want to sell their franchises must agree to arbitration.

The decision reverses last August's lower court victory for the Virginia Automobile Dealers Association and the National Automobile Dealers Association. That court held that binding arbitration in franchise disputes was illegal because the so-called "dealer day-in-court" law allows dealers to choose any dispute settlement method, including going to court.

In 1985, Saturn made the binding arbitration clause part of its dealer franchise agreement. Virginia's motor vehicle commissioner later ruled that Saturn could not impose the arbitration clause as a condition to becoming a dealer. Saturn then took the case to court.

The Saturn franchise agreement says that if a dispute between the dealer and factory arises, either Saturn or a dealer may ask for mediation. The dispute is given to a panel, which recommends a consensus solution. If either party rejects that solution or if both waive mediation, they proceed to binding arbitration.

The arbitration panel, which consists of two dealers and two Saturn representatives, must reach a consensus decision. The decision is final and can't be appealed, except as provided by the Federal Arbitration Act.

Virginia is the only state that requires motor vehicle commissioner approval of franchises.

LIGHT-DUTY TRUCK SALES, MAY

	May 1990	May 1989	5 Mos., 1990	5 Mos., 1989
Vans	14,918	16,432	65,481	73,225
Aerostar	18,000	18,941	78,701	83,471
Club Wagon	2,012	2,840	9,640	11,439
Ranger	25,457	24,799	119,910	115,780
Bronco	4,354	4,930	24,766	25,840
Bronco II	15,706	9,358	49,819	45,127
Pickups	48,103	57,854	246,297	254,065
Ford	**128,550**	**135,154**	**594,614**	**608,947**
Vans	10,145	12,392	45,441	46,574
Sportsvan	1,130	1,324	4,075	4,688
Geo Tracker*	3,356	777	13,682	3,701
Astro	11,993	13,774	55,838	56,844
Lumina APV	7,374	0	25,920	0
S-10	18,592	20,941	75,824	96,474
S-10 Blazer	14,332	14,879	60,186	71,475
Blazer	1,252	2,018	8,313	9,604
Suburban	4,855	6,208	26,125	26,356
Pickups	45,274	50,982	228,122	228,810
Chevrolet	**118,303**	**123,296**	**543,526**	**544,526**
Pontiac Trans Sport	3,041	0	12,722	0
Olds Silhouette	1,872	0	9,069	0
Vans	6,345	8,841	25,428	32,526
Ram Wagon	2,909	2,886	10,880	11,431
Voyager	15,584	18,379	78,723	80,125
Caravan	17,195	20,514	89,029	88,099
Caravan C/V	1,891	1,193	6,311	6,395
Town & Country	226	0	1,320	0
Ram 50	983	2,720	5,968	13,134
Raider	66	994	852	2,811
Ramcharger	1,045	1,755	4,936	9,613
Dakota	7,410	7,997	35,452	40,618
Pickups	9,696	7,850	43,046	38,910
Chrysler	**63,350**	**73,129**	**301,945**	**323,682**
Vans	4,059	4,711	16,161	17,432
Safari	3,364	3,221	13,877	13,579
S-15	4,521	5,161	17,682	21,977
S-15 Jimmy	3,866	3,866	15,058	17,840
Jimmy	401	563	2,550	2,800
Suburban	1,912	2,201	10,617	9,558
Pickups	13,031	16,147	63,506	65,357
P Model	323	330	1,172	1,694
W-4	157	182	559	615
GMC	**31,634**	**36,382**	**141,182**	**150,852**
Wrangler	6,042	5,625	21,805	21,438
Wagoneer	305	533	1,510	2,821
Cherokee	11,267	13,954	52,816	60,483
Grand Wagoneer	541	924	2,741	4,466
Comanche	1,095	2,593	6,700	11,780
Jeep	**19,250**	**23,629**	**85,572**	**100,987**
Daihatsu	**455**	**0**	**1,837**	**0**
Isuzu*	**8,004**	**8,018**	**42,006**	**37,647**
Mazda	**14,712**	**18,432**	**58,848**	**68,006**
Mitsubishi	**3,997**	**3,819**	**17,937**	**18,248**
Nissan*	**13,819**	**6,706**	**73,362**	**67,755**
Range Rover	**367**	**488**	**1,724**	**1,998**
Suzuki*	**1,423**	**2,261**	**7,987**	**11,819**
Toyota	**27,884**	**22,884**	**100,009**	**102,849**
Volkswagen	**811**	**887**	**2,829**	**2,880**
Imports	**86,302**	**86,344**	**307,512**	**299,000**
Industry Total	**435,392**	**449,033**	**1,906,142**	**2,033,004**

*—Includes domestic vehicles

Compiled by Kevin Dalbrandt

DOMESTIC CAR SALES, MAY

	May 21, to May 31, 1990	Same Period, 1989	May 1990	Same Month 1989	Jan. 1 to May 31, 1990	Same Period, 1989
Talon	1,485	0	3,147	0	11,706	0
Premier	611	1,402	1,258	3,842	6,193	18,592
Total Eagle	**2,096**	**1,402**	**4,405**	**3,842**	**17,899**	**18,592**
Horizon	524	996	1,201	2,777	9,098	13,407
Laser	1,930	848	4,423	2,191	21,018	6,615
Sundance	3,429	2,718	7,008	7,229	25,713	34,504
Reliant	61	1,082	150	3,083	2,074	16,418
Acclaim	5,036	4,250	10,413	10,835	44,276	33,606
Caravelle	0	69	0	356	0	733
Gran Fury	0	44	0	206	0	1,443
Total Plymouth	**10,990**	**10,007**	**23,195**	**26,677**	**102,179**	**106,726**
LeBaron A/LeBaron K	1,707	122	4,736	310	11,064	787
LeBaron J	2,694	3,624	6,679	9,639	26,011	39,304
LeBaron GTS	63	138	132	388	1,115	2,389
Fifth Avenue (rwd)	21	432	49	1,162	620	6,771
Fifth Avenue (fwd)	1,367	0	3,509	0	14,908	0
Imperial	439	0	1,038	0	5,259	0
New Yorker C	2,316	3,014	5,166	8,131	17,023	43,558
New Yorker E	0	56	0	159	0	237
Total Chrysler	**8,607**	**7,386**	**21,309**	**19,789**	**76,000**	**93,046**
Omni	531	1,056	1,278	3,135	9,094	13,577
Shadow	3,730	2,604	7,635	7,436	29,513	34,214
Monaco	260	0	492	0	1,420	0
Daytona	1,716	2,841	3,810	7,704	15,785	32,831
Aries	52	1,130	118	3,378	1,636	16,154
Lancer	34	102	79	279	813	1,496
Spirit	4,791	3,788	9,519	9,295	38,767	28,917
Diplomat	0	252	0	764	0	2,551
Dynasty	3,102	4,806	7,902	12,799	40,080	54,734
Dodge 600	0	139	0	426	0	808
Total Dodge	**14,218**	**18,718**	**30,833**	**45,216**	**137,188**	**185,282**
CHRYSLER MOTORS	**35,899**	**35,513**	**79,742**	**95,524**	**333,188**	**403,646**
Escort	11,060	13,131	24,867	30,036	116,080	145,032
Mustang	5,411	5,314	11,998	16,304	52,925	81,910
Tempo	7,514	6,160	16,460	18,957	100,066	99,912
Taurus	9,761	12,544	24,129	36,194	139,473	154,539
Thunderbird	4,155	3,745	9,337	10,603	48,004	53,892
Probe	6,188	5,738	13,998	15,678	50,836	56,933
Crown Victoria	4,950	3,360	9,018	9,838	46,823	45,063
Total Ford Div.	**49,039**	**49,992**	**109,807**	**137,610**	**554,207**	**637,281**
Topaz	2,734	2,807	6,366	7,954	34,088	39,912
Sable	2,887	3,892	7,330	12,026	41,734	50,618
Cougar	2,914	3,469	7,016	9,557	35,780	45,238
Grand Marquis	4,953	3,396	9,122	9,598	34,882	45,843
Total Mercury	**13,488**	**13,564**	**29,834**	**39,135**	**155,787**	**181,611**
Continental	1,884	1,702	4,374	4,624	27,536	24,183
Town Car	5,233	3,021	14,864	9,471	65,657	47,203
Mark VII	977	1,362	2,411	3,926	11,372	12,554
Total Lincoln	**8,094**	**6,085**	**21,649**	**18,021**	**104,565**	**83,940**
Total L-M Div.	**21,582**	**19,649**	**51,483**	**57,156**	**260,352**	**265,581**
FORD MOTOR CO.	**70,621**	**68,641**	**161,290**	**194,766**	**814,559**	**923,862**
Skyhawk	28	853	46	2,086	631	9,053
Somerset/Skylark	5,514	3,774	9,078	8,301	43,876	27,756
Century	5,213	4,735	9,526	11,556	49,796	58,975
Regal	5,389	3,301	7,882	7,479	28,126	34,421
LeSabre	6,267	5,239	13,039	13,293	66,717	51,757
Reatta	256	302	601	838	2,923	3,354
Electra	1,248	2,726	2,979	6,863	21,678	32,892
Riviera	622	640	1,709	1,854	8,755	8,731
Total Buick	**24,537**	**21,578**	**44,860**	**52,270**	**222,502**	**226,939**
Cimarron	0	2	0	2	0	229
Allante	101	106	241	297	1,281	1,398
Seville	2,641	751	6,190	2,685	16,203	10,707
DeVille	5,130	3,974	13,227	16,802	71,174	73,369
Brougham	967	1,021	2,263	3,397	13,955	15,624
Eldorado	1,216	1,045	2,452	3,315	10,434	14,240
Total Cadillac	**10,055**	**6,899**	**24,373**	**25,498**	**113,047**	**115,367**
Geo Metro	1,287	0	2,885	0	7,126	0
Geo Prizm/Nova	4,372	2,926	9,666	7,708	45,141	25,888
Cavalier	9,110	10,074	23,143	28,254	128,426	126,712
Camaro	3,868	4,557	9,289	12,358	33,067	49,288
Celebrity	1,398	6,844	3,365	18,423	13,411	93,401
Corsica/Beretta	13,776	15,561	29,650	40,901	133,288	160,865
Lumina/Monte Carlo	10,500	10,736	22,013	10,736	99,172	12,180
Caprice	7,616	5,841	20,390	16,310	73,254	66,160
Corvette	1,298	677	2,910	2,039	9,746	8,306
Total Chevrolet	**53,315**	**57,916**	**123,311**	**138,729**	**542,631**	**542,599**
Firenza	0	0	0	3	0	12
Calais	3,494	3,608	9,373	9,709	43,746	40,168
Cutlass Ciera	8,622	7,023	18,093	19,761	80,401	86,868
Cutlass Supreme	2,599	3,175	6,676	8,760	50,225	43,058
88	3,007	5,516	6,850	14,125	42,436	62,832
98	1,939	2,765	3,959	7,186	20,968	31,375
Toronado	678	272	1,379	617	6,192	3,414
Total Oldsmobile	**20,339**	**22,359**	**46,330**	**60,161**	**223,968**	**267,757**
Fiero	0	252	0	697	0	1,961
Sunbird	4,868	4,366	9,884	11,785	44,719	42,256
Firebird	1,785	2,776	4,399	7,429	16,995	28,945
Grand Am	9,919	6,898	22,071	20,058	90,606	86,530
Pontiac 6000	2,358	2,514	4,786	7,429	22,380	32,435
Grand Prix	4,656	3,272	10,815	9,668	50,353	58,403
Bonneville H	2,334	3,058	5,776	9,013	28,589	40,058
Safari/Parisienne	0	189	0	503	0	1,969
Total Pontiac	**25,929**	**23,352**	**57,731**	**66,582**	**253,622**	**296,559**
GENERAL MOTORS	**134,186**	**131,196**	**298,865**	**342,249**	**1,356,778**	**1,443,369**
Civic	10,065	10,365	21,196	18,840	80,762	74,427
Accord	14,458	13,673	25,641	23,870	110,304	92,961
HONDA	**24,523**	**24,038**	**46,837**	**42,710**	**191,066**	**167,388**
MX-6	1,123	2,284	2,196	3,908	14,982	18,670
626	1,756	0	3,113	0	15,846	0
MAZDA	**2,879**	**2,284**	**5,309**	**3,908**	**30,798**	**18,670**
MITSUBISHI	**2,042**	**1,998**	**4,972**	**2,998**	**22,594**	**8,429**
NISSAN	**5,096**	**4,403**	**8,527**	**6,767**	**38,173**	**61,872**
TOYOTA	**18,981**	**7,768**	**37,889**	**14,984**	**146,729**	**86,499**
SUBARU	**288**	**0**	**570**	**0**	**1,441**	**0**
DOMESTIC TOTAL	**298,432**	**275,432**	**641,749**	**703,472**	**2,827,296**	**3,064,529**
IMPORT TOTAL			**230,273**	**239,883**	**1,046,714**	**1,101,885**
INDUSTRY TOTAL			**872,022**	**943,355**	**3,964,010**	**4,366,953**

IMPORTED CAR SALES, MAY

	May 1990	May 1989	5 Mos., 1990	5 Mos., 1989
Acura	13,792	13,483	58,109	56,982
Alfa Romeo	148	223	904	1,465
Aston Martin*	5	5	25	25
Audi	2,060	1,722	8,526	7,413
BMW	5,746	5,632	26,062	29,008
Chevrolet	13,650	11,271	67,620	47,280
Chrysler	360	833	2,601	3,392
Daihatsu	721	1,227	5,180	5,622
Dodge	2,161	3,430	8,754	17,254
Eagle	1,370	2,256	6,885	12,552
Ferrari*	80	80	400	400
Ford	4,323	5,660	25,751	31,440
Honda	23,574	26,134	98,210	100,690
Hyundai	13,322	16,254	58,144	82,753
Infiniti	2,115	0	7,471	0
Isuzu	335	1,975	1,465	8,044
Jaguar	1,575	1,650	7,918	7,477
Lamborghini*	13	13	65	65
Lexus	5,102	0	23,390	0
Lotus*	27	27	135	135
Maserati*	20	28	100	116
Mazda	15,929	16,169	68,661	74,231
Mercedes-Benz	6,585	6,104	30,615	29,186
Mercury/Merkur	891	7,696	7,878	29,206
Mitsubishi	9,817	8,715	52,366	31,261
Nissan	30,175	37,829	140,419	170,310
Peugeot	443	582	2,021	2,566
Plymouth	1,847	3,360	8,485	16,080
Pontiac	4,622	5,218	14,365	20,759
Porsche	913	1,003	4,287	3,598
Rolls/Bentley*	100	100	500	500
Saab	1,932	3,196	10,450	13,807
Sterling	320	653	2,025	2,788
Subaru	6,549	10,181	40,533	60,488
Suzuki	515	460	2,568	2,460
Toyota	34,300	41,828	156,575	178,769
Volkswagen	14,343	14,692	53,738	55,289
Volvo	9,885	9,258	40,321	43,348
Yugo	608	936	3,192	4,267
TOTAL	**230,273**	**259,883**	**1,046,714**	**1,151,026**

*—Estimate

U.S. CAR SALES BY MARKETING UNITS, MAY

	May 1990	Percent Share	May 1989	Percent Share	5 Mos., 1990	Percent Share	5 Mos., 1989	Percent Share
Alfa Romeo	148	0.02	223	0.02	904	0.02	1,465	0.03
Aston Martin*	5	0.00	5	0.00	25	0.00	25	0.00
American Honda	84,203	9.66	82,327	8.55	347,385	8.72	325,060	7.73
BMW	5,746	0.66	5,632	0.58	26,062	0.65	29,008	0.69
Buick	44,860	5.14	52,270	5.43	222,502	5.58	226,939	5.40
Cadillac	24,373	2.79	26,498	2.75	113,047	2.84	115,567	2.75
Chevrolet	136,961	15.71	148,000	15.36	610,251	15.32	589,860	14.02
Chrysler	21,669	2.48	20,622	2.14	78,601	1.97	96,438	2.29
Daihatsu	721	0.08	1,227	0.13	5,180	0.13	5,622	0.13
Dodge	32,994	3.78	48,646	5.05	145,862	3.66	202,536	4.82
Eagle	5,775	0.66	6,098	0.63	24,784	0.62	31,144	0.74
Ferrari*	80	0.01	80	0.01	400	0.01	400	0.01
Ford	114,130	13.09	143,270	14.87	579,958	14.56	668,721	15.90
Hyundai	13,322	1.53	16,254	1.69	58,144	1.46	82,753	1.97
Isuzu	335	0.04	1,975	0.21	1,465	0.04	8,044	0.19
Jaguar	1,575	0.18	1,650	0.17	7,918	0.20	7,477	0.18
Lamborghini*	13	0.00	13	0.00	65	0.00	65	0.00
Lincoln	21,649	2.48	18,021	1.87	104,565	2.62	83,940	2.00
Lotus*	27	0.00	27	0.00	135	0.00	135	0.00
Maserati*	20	0.00	28	0.00	100	0.00	116	0.00
Mazda	21,237	2.44	20,077	2.08	99,459	2.50	92,901	2.21
Mercedes	6,585	0.76	6,104	0.63	30,615	0.77	29,186	0.69
Mercury/Merkur	30,725	3.52	46,831	4.86	163,665	4.11	210,817	5.01
Mitsubishi	14,789	1.70	11,318	1.17	74,930	1.88	39,681	0.94
Nissan	40,817	4.68	44,586	4.63	187,063	4.70	211,382	5.03
Oldsmobile	46,330	5.31	60,161	6.24	223,968	5.62	267,757	6.37
Peugeot	443	0.05	582	0.06	2,021	0.05	2,566	0.06
Plymouth	25,042	2.87	30,037	3.12	110,664	2.78	122,806	2.92
Pontiac	62,353	7.15	71,800	7.45	267,987	6.73	311,315	7.40
Porsche	913	0.10	1,003	0.10	4,287	0.11	3,598	0.09
Rolls/Bentley*	100	0.01	100	0.01	500	0.01	500	0.01
Saab	1,932	0.22	3,196	0.33	10,450	0.26	13,807	0.33
Sterling	320	0.04	653	0.07	2,025	0.05	2,788	0.07
Subaru	7,128	0.82	10,181	1.06	41,974	1.05	60,488	1.44
Suzuki	515	0.06	460	0.05	2,568	0.06	2,460	0.06
Toyota	77,291	8.86	56,792	5.90	328,704	8.25	248,268	5.90
Volvo	9,885	1.13	9,258	0.96	40,321	1.01	43,348	1.03
VWoA	16,403	1.88	16,414	1.70	62,264	1.56	62,702	1.49
Yugo	608	0.07	936	0.10	3,192	0.08	4,267	0.10
TOTAL	**872,822**	**100.00**	**963,355**	**100.00**	**3,984,010**	**100.00**	**4,205,952**	**100.00**
TOTAL GM	**314,877**	**36.11**	**358,729**	**37.24**	**1,437,755**	**36.09**	**1,511,438**	**35.94**
TOTAL FORD	**165,504**	**19.09**	**208,122**	**21.60**	**848,188**	**21.29**	**963,478**	**22.91**
TOTAL CHRYSLER	**85,498**	**9.80**	**105,483**	**10.94**	**359,911**	**9.03**	**452,924**	**10.77**
TOTAL JAPANESE	**247,036**	**28.33**	**228,943**	**23.77**	**1,088,728**	**27.33**	**993,906**	**23.63**
TOTAL EUROPEAN	**44,883**	**5.14**	**45,984**	**4.77**	**191,284**	**4.80**	**201,453**	**4.79**
TOTAL KOREAN	**13,322**	**1.53**	**16,254**	**1.69**	**58,144**	**1.46**	**82,753**	**1.97**

*—Estimate Big 3 totals include their captive imports. Percent share may contain error of one or two points due to rounding.

U.S. CAR & LIGHT TRUCK SHARES, 5 MONTHS, 1990 vs. 1989

Marketing Unit	Car Sales 1990	Car Sales 1989	1990 Share	1989 Share	Truck Sales 1990	Truck Sales 1989	1990 Share	1989 Share	Car & Truck Totals 1990	Car & Truck Totals 1989	Pct. Share of Total Car and Truck Market 1990	Pct. Share of Total Car and Truck Market 1989	Changes Share Points	Changes Pct. Sales	Changes No. Sales Units
Acura	58,109	56,982	1.46	1.35	—	—	—	—	58,109	56,982	0.97	0.91	0.06	1.98	1,127
Alfa Romeo	904	1,465	0.02	0.03	—	—	—	—	904	1,465	0.02	0.02	-0.01	-38.29	-561
Aston Martin	25	25	0.00	0.00	—	—	—	—	25	25	0.00	0.00	0.00	0.00	0
Audi	8,526	7,413	0.21	0.18	—	—	—	—	8,526	7,413	0.14	0.12	0.02	15.01	1,113
BMW	26,062	29,008	0.65	0.69	—	—	—	—	26,062	29,008	0.44	0.47	-0.03	-10.16	-2,946
Buick	222,502	226,939	5.58	5.40	—	—	—	—	222,502	226,939	3.72	3.64	0.08	-1.96	-4,437
Cadillac	113,047	115,567	2.84	2.75	—	—	—	—	113,047	115,567	1.89	1.85	0.04	-2.18	-2,520
Chevrolet	610,251	589,860	15.32	14.02	543,526	544,526	27.23	26.84	1,153,777	1,134,386	19.29	18.19	1.10	1.71	19,391
Chrysler	78,601	96,438	1.97	2.29	1,320	0	0.07	0.00	79,921	96,438	1.34	1.55	-0.21	-17.13	-16,517
Daihatsu	5,180	5,622	0.13	0.13	1,837	0	0.09	0.00	7,017	5,622	0.12	0.09	0.03	24.81	1,395
Dodge	145,862	202,536	3.66	4.82	221,902	243,537	11.12	12.00	367,764	446,073	6.15	7.15	-1.00	-17.56	-78,309
Eagle	24,784	31,144	0.62	0.74	—	—	—	—	24,784	31,144	0.41	0.50	-0.09	-20.42	-6,360
Ferrari	400	400	0.01	0.01	—	—	—	—	400	400	0.01	0.01	0.00	0.00	0
Ford	579,958	668,721	14.56	15.90	594,614	608,947	29.79	30.01	1,174,572	1,277,668	19.64	20.49	-0.85	-8.07	-103,096
GMC	—	—	0.00	0.00	141,182	150,852	7.07	7.44	141,182	150,852	2.36	2.42	-0.06	-6.41	-9,670
Honda	289,276	268,078	7.26	6.37	—	—	—	—	289,276	268,078	4.84	4.30	0.54	7.91	21,198
Hyundai	58,144	82,753	1.46	1.97	—	—	—	—	58,144	82,753	0.97	1.33	-0.36	-29.74	-24,609
Infiniti	7,471	0	0.19	0.00	—	—	—	—	7,471	0	0.12	0.00	0.12	0.00	7,471
Isuzu	1,465	8,044	0.04	0.19	42,806	37,647	2.14	1.86	44,271	45,691	0.74	0.73	0.01	-3.11	-1,420
Jaguar	7,918	7,477	0.20	0.18	—	—	—	—	7,918	7,477	0.13	0.12	0.01	5.90	441
Jeep	—	—	0.00	0.00	85,572	100,997	4.29	4.98	85,572	100,997	1.43	1.62	-0.19	-15.27	-15,425
Lamborghini	65	65	0.00	0.00	—	—	—	—	65	65	0.00	0.00	0.00	0.00	0
Lexus	23,390	0	0.59	0.00	—	—	—	—	23,390	0	0.39	0.00	0.39	0.00	23,390
Lincoln	104,565	83,940	2.62	2.00	—	—	—	—	104,565	83,940	1.75	1.35	0.40	24.57	20,625
Lotus	135	135	0.00	0.00	—	—	—	—	135	135	0.00	0.00	0.00	0.00	0
Maserati	100	116	0.00	0.00	—	—	—	—	100	116	0.00	0.00	0.00	-13.79	-16
Mazda	99,459	92,901	2.50	2.21	50,840	58,006	2.55	2.86	150,299	150,907	2.51	2.42	0.09	-0.40	-608
Mercedes	30,615	29,186	0.77	0.69	—	—	—	—	30,615	29,186	0.51	0.47	0.04	4.90	1,429
Mercury	163,665	210,817	4.11	5.01	—	—	—	—	163,665	210,817	2.74	3.38	-0.64	-22.37	-47,152
Mitsubishi	74,930	39,681	1.88	0.94	17,937	18,248	0.90	0.90	92,867	57,929	1.55	0.93	0.62	60.31	34,938
Nissan	179,592	211,382	4.51	5.03	73,352	67,755	3.67	3.34	252,944	279,137	4.23	4.48	-0.25	-9.38	-26,193
Oldsmobile	223,968	267,757	5.62	6.37	9,069	0	0.45	0.00	233,037	267,757	3.90	4.29	-0.40	-12.97	-34,720
Peugeot	2,021	2,566	0.05	0.06	—	—	—	—	2,021	2,566	0.03	0.04	-0.01	-21.24	-545
Plymouth	110,664	122,806	2.78	2.92	78,723	80,125	3.94	3.95	189,387	202,931	3.17	3.25	-0.09	-6.67	-13,544
Pontiac	267,987	311,315	6.73	7.40	12,722	0	0.64	0.00	280,709	311,315	4.69	4.99	-0.30	-9.83	-30,606
Porsche	4,287	3,598	0.11	0.09	—	—	—	—	4,287	3,598	0.07	0.06	0.01	19.15	689
Range Rover	—	—	0.00	0.00	1,724	1,990	0.09	0.10	1,724	1,990	0.03	0.03	0.00	-13.37	-266
Rolls/Bentley	500	500	0.01	0.01	—	—	—	—	500	500	0.01	0.01	0.00	0.00	0
Saab	10,450	13,807	0.26	0.33	—	—	—	—	10,450	13,807	0.17	0.22	-0.05	-24.31	-3,357
Sterling	2,025	2,788	0.05	0.07	—	—	—	—	2,025	2,788	0.03	0.04	-0.01	-27.37	-763
Subaru	41,974	60,488	1.05	1.44	—	—	—	—	41,974	60,488	0.70	0.97	-0.27	-30.61	-18,514
Suzuki	2,568	2,460	0.06	0.06	7,007	11,519	0.35	0.57	9,575	13,979	0.16	0.22	-0.06	-31.50	-4,404
Toyota	305,314	248,268	7.66	5.90	109,080	102,649	5.46	5.06	414,394	350,917	6.93	5.63	1.30	18.09	63,477
Volvo	40,321	43,348	1.01	1.03	—	—	—	—	40,321	43,348	0.67	0.70	-0.02	-6.98	-3,027
VW	53,738	55,289	1.35	1.31	2,929	2,066	0.15	0.10	56,667	57,355	0.95	0.92	0.03	-1.20	-688
Yugo	3,192	4,267	0.08	0.10	—	—	—	—	3,192	4,267	0.05	0.07	-0.02	-25.19	-1,075
TOTAL	**3,984,010**	**4,205,952**	**100.00**	**100.00**	**1,996,142**	**2,028,864**	**100.00**	**100.00**	**5,980,152**	**6,234,816**	**100.00**	**100.00**	—	—	**-254,664**
Total Chrysler	**359,911**	**452,924**	**9.03**	**10.77**	**387,517**	**424,659**	**19.41**	**20.93**	**747,428**	**877,583**	**12.50**	**14.08**	**-1.58**	**-14.83**	**-130,155**
Total Ford	**848,188**	**963,478**	**21.29**	**22.91**	**594,614**	**608,947**	**29.79**	**30.01**	**1,442,802**	**1,572,425**	**24.13**	**25.22**	**-1.09**	**-8.24**	**-129,623**
Total GM	**1,437,755**	**1,511,438**	**36.09**	**35.94**	**706,499**	**695,378**	**35.39**	**34.27**	**2,144,254**	**2,206,816**	**35.86**	**35.40**	**0.46**	**-2.83**	**-62,562**
Total US	**2,845,854**	**2,927,840**	**68.41**	**69.61**	**1,688,630**	**1,728,984**	**84.58**	**85.22**	**4,334,484**	**4,656,824**	**72.48**	**74.69**	**-2.21**	**-6.92**	**-322,340**
Total Volkswagen	**62,264**	**62,702**	**1.56**	**1.49**	**2,929**	**2,066**	**0.15**	**0.10**	**65,193**	**64,768**	**1.09**	**1.04**	**0.05**	**0.66**	**425**
Total Europe	**191,284**	**201,453**	**4.80**	**4.79**	**4,653**	**4,056**	**0.23**	**0.20**	**195,937**	**205,509**	**3.28**	**3.30**	**-0.02**	**-4.66**	**-9,572**
Total Honda	**347,385**	**325,060**	**8.72**	**7.73**	**0**	**0**	**0.00**	**0.00**	**347,385**	**325,060**	**5.81**	**5.21**	**0.60**	**6.87**	**22,325**
Total Nissan	**187,063**	**211,382**	**4.70**	**5.03**	**73,352**	**67,755**	**3.67**	**3.34**	**260,415**	**279,137**	**4.35**	**4.48**	**-0.12**	**-6.71**	**-18,722**
Total Toyota	**328,704**	**248,268**	**8.25**	**5.90**	**109,080**	**102,649**	**5.46**	**5.06**	**437,784**	**350,917**	**7.32**	**5.63**	**1.69**	**24.76**	**86,867**
Total Asia	**1,146,872**	**1,076,060**	**28.79**	**25.58**	**382,858**	**290,834**	**19.17**	**14.33**	**1,449,731**	**1,372,483**	**24.24**	**22.01**	**2.23**	**5.63**	**77,248**
TOTAL	**3,984,010**	**4,205,952**	**100.00**	**100.00**	**1,996,142**	**2,028,864**	**100.00**	**100.00**	**5,980,152**	**6,234,816**	**100.00**	**100.00**	—	—	**-254,664**

Trucks set May record; 407,765 built

By Anne Wright
AUTOMOTIVE NEWS STATISTICIAN

U.S. truckmakers set a production record for May with 407,765 units, surpassing the previous May high of 392,946 last year by 3.77 percent. The May total was up 20.54 percent over April.

Last week's estimated truck production of 94,323 was 18.62 percent above the prior week and 5.85 percent above the year-ago week.

Automakers produced 620,506 units in May, the highest for any month in 1990. Production rose 21.84 percent above the prior month, but fell 8.92 percent below the year-ago month.

Last week's scheduled U.S. auto production of 143,904 units climbed 18.43 percent above the previous week and 2.42 percent above the year-ago week.

The week's scheduled car production was shared as follows: General Motors, 47.29 percent; Ford Motor Co., 23.74 percent; Chrysler Corp., 10.70 percent; Honda of America Manufacturing Inc., 6.13 percent; Toyota Motor Manufacturing U.S.A. Inc., 3.05 percent; New United Motor Manufacturing Inc., 2.92 percent; Mazda Motor Manufacturing Corp. U.S.A., 2.77 percent; Diamond Star Motors Corp., 1.97 percent; Nissan Motor Manufacturing Corp. U.S.A., 1.09 percent; and Subaru-Isuzu Automotive Inc., 0.34 percent.

GM scheduled Saturday overtime at the Lordstown, Ohio, and Baltimore car plants last week.

GM's Arlington, Texas, plant remains idle for changeover to the 1991 Caprice.

Ford scheduled daily overtime last week at the Wixom, Mich., and Wayne, Mich., plants and at all truck plants except Michigan Truck. Saturday overtime was scheduled at the Kansas City, Mo., and Louisville, Ky., truck plants.

Chrysler's Newark, Del., and Sterling Heights, Mich., car plants slated Saturday overtime last week as did two truck plants — Dodge City in Warren, Mich., and St. Louis No. 2.

Canadian cars reach '90 peak

Canadian automakers produced 104,958 cars in May, the highest monthly production in 1990. Production was 26.14 percent above April and 14.38 percent above May 1989.

Canadian truck production for May was 86,000, 5.14 percent below 1989's record high of 90,661 and 11.25 percent above April's 77,300.

Last week's estimated auto production was 25,240, 1.97 percent below the prior week and 33.39 percent above the year-ago week.

Truckmakers targeted output of 19,402 units last week, 1.98 percent over the previous week and 7.93 above the same week a year ago.

Chrysler's Bramalea, Ontario, facility closed May 25 because of slow sales. It is expected to resume production July 3. The plant was previously down for five weeks in March and April.

U.S. CAR	Week Ended June 9, 1990	Week Ended June 10, 1989	Week Ended June 2, 1990	May Total	Jan. 1 to June 9, 1990	Jan. 1 to June 10, 1989
Horizon	0	849	0	0	4,327	8,676
Sundance	2,000	2,564	1,503	7,980	34,289	54,684
Acclaim	2,000	3,315	2,995	13,118	42,086	57,523
Total Plymouth	4,000	6,728	4,498	21,098	80,702	120,883
LeBaron A	0	0	215	1,602	9,325	0
LeBaron J	1,400	2,443	1,126	6,271	19,982	55,430
LeBaron GTS	0	0	0	0	0	2,946
N. Yorker C-Class	1,500	1,794	1,632	7,560	18,028	51,040
Fifth Avenue	900	0	805	0	14,154	0
Imperial	200	0	340	5,409	7,570	0
Total Chrysler	4,000	4,237	4,118	20,842	69,059	109,416
Omni	0	941	0	0	4,078	10,053
Daytona	900	1,592	774	4,195	14,375	46,744
Shadow	2,500	2,149	2,204	9,901	39,701	52,837
Dynasty	2,600	3,106	2,636	12,247	51,577	72,963
Lancer	0	0	0	0	0	1,528
Spirit	1,400	2,177	2,350	11,224	41,195	52,208
Total Dodge	7,400	9,965	7,964	37,567	150,926	236,333
CHRYSLER MOTORS	15,400	20,930	16,580	79,507	300,687	466,632
Escort	4,990	2,966	3,029	26,923	93,150	152,129
Mustang	3,650	4,096	2,979	15,918	65,635	104,868
Tempo	3,323	2,932	2,627	14,307	62,330	72,351
Taurus	7,841	7,926	7,066	28,401	165,462	181,442
Thunderbird	2,812	3,585	2,333	12,468	53,514	79,294
Total Ford Div.	22,616	21,505	18,054	98,017	440,091	590,084
Topaz	1,077	1,468	893	4,961	23,258	32,859
Cougar	2,813	2,413	2,111	6,836	35,397	66,411
Sable	2,653	2,479	1,347	7,083	48,292	59,111
Total Mercury	6,543	6,360	4,351	18,880	106,947	158,381
Continental	1,519	1,408	1,224	6,085	26,436	33,218
Mark VII	487	452	163	1,486	11,331	11,854
Town Car	3,000	2,741	2,448	15,246	74,645	61,417
Total Lincoln	5,006	4,601	3,835	22,817	112,412	106,489
Total L-M Div.	11,549	10,961	8,186	41,697	219,359	264,870
FORD MOTOR CO.	34,165	32,466	26,240	139,714	659,450	854,954
Skyhawk	0	0	0	0	0	6,857
Skylark/Somerset	2,002	1,406	1,994	9,107	40,555	26,939
Century	1,705	2,759	1,339	7,506	30,755	56,807
Riviera	485	224	512	2,430	10,725	10,826
Electra	1,516	1,367	855	1,446	15,570	39,353
LeSabre (fwd)	4,253	88	3,366	17,274	76,284	72,684
LeSabre (rwd)	280	4,186	225	1,249	3,857	3,654
Reatta	211	0	168	926	4,055	3,140
Total Buick	10,452	10,030	8,259	39,938	181,801	220,262
Eldorado	473	948	459	1,933	9,859	18,085
Seville	1,137	706	1,117	5,585	17,240	13,281
Brougham (rwd)	0	622	0	0	13,065	18,117
DeVille (fwd)	3,775	3,983	3,849	19,256	78,035	101,251
Allante	89	75	71	391	1,712	1,513
Total Cadillac	5,474	6,336	5,496	27,165	119,911	152,247
Cavalier	9,036	6,922	7,144	35,149	147,030	180,509
Camaro	2,153	2,757	1,614	8,778	29,118	57,845
Celebrity	0	2,222	0	0	0	61,869
Corsica/Beretta	6,025	8,916	4,907	27,260	126,575	194,183
Caprice	5,695	4,094	4,505	24,938	94,276	93,469
Corvette	558	560	429	2,441	10,831	12,136
Total Chevrolet	23,467	25,471	18,599	96,566	407,930	600,011
Calais	2,537	2,207	2,464	11,306	44,836	45,204
Cutlass Ciera	1,995	1,937	1,527	7,097	35,680	39,922
Cutlass Supreme	2,030	0	1,566	8,333	38,324	51,125
Toronado	257	300	232	1,111	8,248	4,816
88 (fwd)	2,958	2,871	2,112	12,524	45,747	75,842
88 (rwd)	0	172	0	0	2,295	3,784
98	1,425	1,069	1,370	5,868	26,152	38,819
Total Oldsmobile	11,202	8,556	9,271	46,059	201,282	259,512
Sunbird	4,422	3,088	3,450	17,691	68,723	71,244
Grand Am	5,280	4,834	5,207	21,715	89,965	115,446
Firebird	1,365	1,357	1,056	5,592	17,990	31,973
Grand Prix	3,135	0	2,460	13,371	50,118	69,565
Pontiac 6000	1,303	874	1,183	6,538	26,511	39,652
Bonneville	1,933	1,882	1,611	10,410	37,163	45,488
Safari/Parisienne	0	96	0	0	0	2,594
Total Pontiac	17,438	12,131	14,967	75,317	290,470	375,962
GENERAL MOTORS	68,033	62,524	56,592	287,045	1,201,394	1,807,994
DIAMOND-STAR	2,840	1,557	2,423	13,676	63,960	21,793
HONDA	8,826	7,684	7,125	39,252	197,490	175,260
Civic	2,400	2,699	2,144	12,086	55,089	59,198
Accord	6,426	4,985	4,981	27,166	142,391	116,064
MAZDA†	3,979	4,452	3,127	13,244	78,902	107,371
NISSAN	1,570	3,302	1,233	6,837	45,190	53,504
NUMMI	4,200	4,285	4,295	19,744	94,544	90,659
Corolla	2,000	1,688	2,003	9,075	47,648	36,715
Geo Prizm/Nova	2,200	2,597	2,292	10,669	46,896	53,944
SUBARU-ISUZU	495	0	346	1,962	11,567	0
TOYOTA	4,398	3,301	3,548	19,535	96,953	48,635
Total Cars, U.S.	143,904	140,501	121,509	620,506	2,752,136	3,426,802
Total Cars, Canada	25,240	18,922	25,748	104,958	467,060	457,803
U.S., Canada Cars	169,144	159,423	147,257	725,464	3,219,216	3,884,605
U.S., Canada Cars and Trucks	262,869	286,509	245,797	1,219,229	5,452,502	6,380,953

Monthly estimates may contain error of one or two units due to rounding.
†—Total includes MX-6, 626, and Ford Probe
*—Estimated

CANADIAN CAR	Week Ended June 9, 1990	Week Ended June 10, 1989	Week Ended June 2, 1990	May Total	Jan. 1 to June 9, 1990	Jan. 1 to June 10, 1989
Monaco	0	0	0	1,556	5,132	0
Premier	0	1,307	0	1,939	2,808	19,909
CHRYSLER MOTORS	0	1,307	0	3,495	7,940	19,909
Tempo	3,552	0	3,336	13,885	58,602	66,072
Topaz	1,248	0	1,405	5,905	21,589	27,976
Crown Victoria	2,425	2,617	2,769	11,368	55,602	61,478
Grand Marquis	2,375	2,604	2,091	11,106	51,217	67,212
FORD MOTOR CO.	9,600	5,221	9,601	42,264	187,010	222,738
Celebrity	1,169	995	1,076	3,638	12,631	8,844
Cutlass Ciera	2,391	2,559	2,346	7,534	37,452	77,927
Lumina	5,149	4,814	5,305	19,557	99,205	46,560
Regal	2,851	1,652	3,103	11,482	35,461	35,778
GENERAL MOTORS	11,560	10,020	11,830	42,211	184,749	169,109
HONDA	2,150	1,699	2,189	8,959	47,519	37,324
HYUNDAI	600	0	637	1,567	8,561	0
TOYOTA	1,150	495	1,311	5,670	27,270	4,760
VOLVO	180	180	180	792	4,031	3,963
Total Cars, Canada	25,240	18,922	25,748	104,958	467,060	457,803

U.S. TRUCK	Week Ended June 9, 1990	Week Ended June 10, 1989	Week Ended June 2, 1990	May Total	Jan. 1 to June 9, 1990	Jan. 1 to June 10, 1989
Caravan	2,100	2,456	2,202	10,275	51,460	51,655
Dakota	1,500	2,307	1,642	7,865	34,078	52,873
Caravan C/V	100	150	62	520	3,147	4,129
Ram pickups	2,300	2,317	2,458	11,837	50,335	53,130
Total Dodge	6,000	7,230	6,364	30,497	139,020	161,787
Cherokee	4,000	4,611	3,230	17,769	76,150	108,783
Comanche	200	578	169	879	3,596	15,055
Grand Wagoneer	300	325	268	851	2,673	6,343
Wagoneer	100	92	105	482	1,819	4,104
Total Jeep	4,600	5,606	3,772	19,981	84,238	134,285
Voyager	1,800	2,259	2,004	9,608	48,807	49,126
Town & Country	50	223	52	237	1,565	793
Total C-P Div.	1,850	2,482	2,056	9,845	50,372	49,919
CHRYSLER MOTORS	12,450	15,318	12,192	60,323	273,630	345,991
Aerostar	4,975	4,892	4,290	22,330	92,121	113,621
Bronco	1,217	1,401	973	4,981	24,618	38,837
Bronco II	6,646	2,968	5,192	23,465	70,269	61,039
Econoline	4,731	5,218	3,789	21,413	90,047	114,720
Mediums/Heavies	1,305	1,277	1,034	5,601	24,302	31,389
Light trucks	11,325	11,613	8,739	46,342	209,626	257,531
Ranger	6,350	7,626	5,655	26,572	135,467	160,549
Total Ford Div.	36,549	34,995	29,672	150,704	646,450	775,686
FORD MOTOR CO.	36,549	34,995	29,672	150,704	646,450	775,686
Astro	3,005	3,060	1,723	12,227	52,946	78,339
Blazer	357	546	310	1,893	7,913	13,039
Lumina APV	1,878	0	1,593	9,872	45,026	0
Mediums/Heavies	308	0	275	806	4,411	1,312
P-Model	628	810	544	2,819	11,462	16,256
Pickups	7,205	7,946	5,898	43,970	158,210	184,660
S-10	4,888	5,062	4,124	22,041	105,499	123,835
S-10 Blazer	4,160	3,820	3,579	5,084	60,690	88,483
Sportsvan/Van	1,940	1,098	1,346	8,314	31,629	46,126
Suburban	1,418	1,549	1,260	6,790	30,635	36,386
Total Chevrolet	25,787	23,891	20,452	113,816	508,421	588,436
Jimmy	110	168	101	537	2,525	3,937
Mediums/Heavies	690	0	405	575	7,581	1,496
P-Model	72	139	21	304	1,386	2,146
Pickups	2,672	2,389	2,406	17,482	55,935	55,082
S-15	1,088	1,156	737	5,048	25,515	30,778
S-15 Jimmy	1,457	1,090	1,402	1,810	19,156	25,253
Safari	1,348	813	1,509	5,752	18,924	20,127
Suburban	924	595	799	3,685	14,362	14,536
Vandura/Rally Vans	520	317	716	2,516	10,981	12,538
Total GMC	8,881	6,867	8,096	37,709	156,365	185,893
Olds Silhouette	968	0	680	3,799	15,252	0
Pontiac Trans Sport	900	0	835	4,869	24,641	0
GENERAL MOTORS	36,536	30,558	30,063	160,193	704,679	754,329
NAVISTAR	1,640	1,883	1,330	7,310	32,874	40,215
NISSAN	3,230	2,906	2,525	13,832	69,044	58,216
SUBARU-ISUZU	468	0	283	1,803	11,321	0
AM GENERAL*	450	450	450	1,800	10,440	10,080
MISCELLANEOUS*	3,000	3,000	3,000	12,000	69,600	62,600
Total Trucks, U.S.	94,323	89,110	79,515	407,765	1,818,038	2,047,117

CANADIAN TRUCK	Week Ended June 9, 1990	Week Ended June 10, 1989	Week Ended June 2, 1990	May Total	Jan. 1 to June 9, 1990	Jan. 1 to June 10, 1989
Caravan	2,880	2,985	2,901	14,260	73,048	89,161
Caravan C/V	0	387	120	1,270	5,619	5,752
Ram Wagon	738	0	630	3,068	12,572	13,098
Ram Van	1,586	0	1,311	6,540	27,294	33,900
Total Dodge	5,184	3,372	4,962	25,138	118,533	121,911
Voyager	2,240	2,839	2,170	10,756	59,256	61,224
Total Plymouth	2,240	2,839	2,170	10,756	59,256	61,224
Wrangler	1,500	1,863	1,300	6,660	25,765	38,232
Total Jeep	1,500	1,863	1,300	6,660	25,765	38,232
CHRYSLER MOTORS	8,924	8,074	8,432	42,563	203,554	221,367
FORD MTR. (lt. trks.)	3,648	3,500	3,609	14,917	67,001	79,024
Light trucks	3,450	3,502	3,309	13,820	78,034	72,452
Vans	1,470	791	1,319	5,167	22,113	31,031
Total Chevrolet	4,920	4,293	4,718	18,987	100,147	103,483
Light trucks	1,430	1,412	1,449	5,723	29,873	34,351
Vans	480	423	586	2,814	10,075	15,237
Total GMC	1,910	1,835	2,045	8,537	39,948	49,588
GENERAL MOTORS	6,830	6,128	6,763	27,524	140,095	153,071
NAVISTAR	0	274	221	906	4,598	5,769
Total Trks., Canada	19,402	17,976	19,025	86,000	415,248	439,231
U.S., Canada Trks.	113,725	107,086	98,540	493,765	2,233,286	2,506,348

*—Estimated
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.